

Fig. 1A

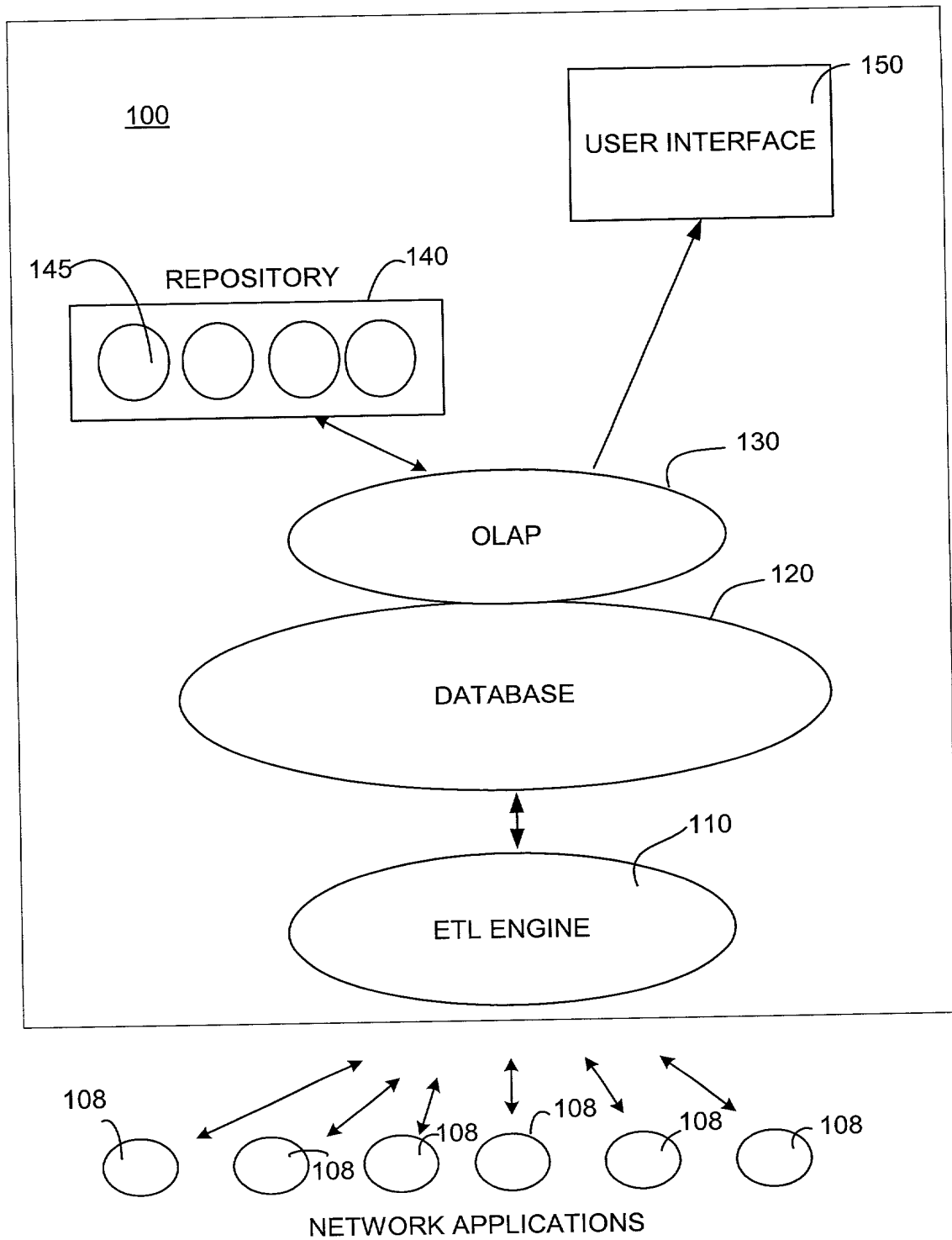


Fig. 1B

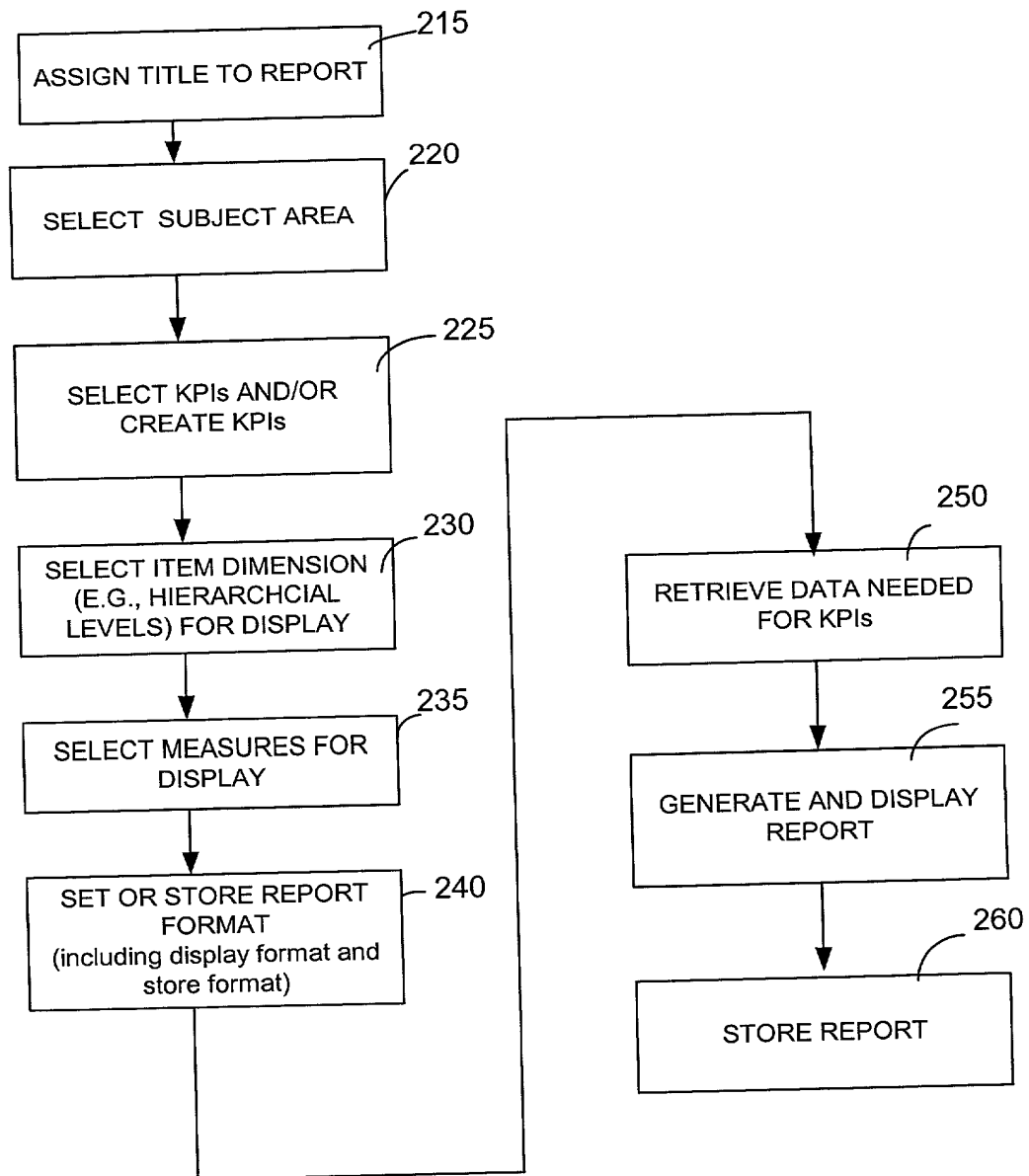
200

FIG. 2

300

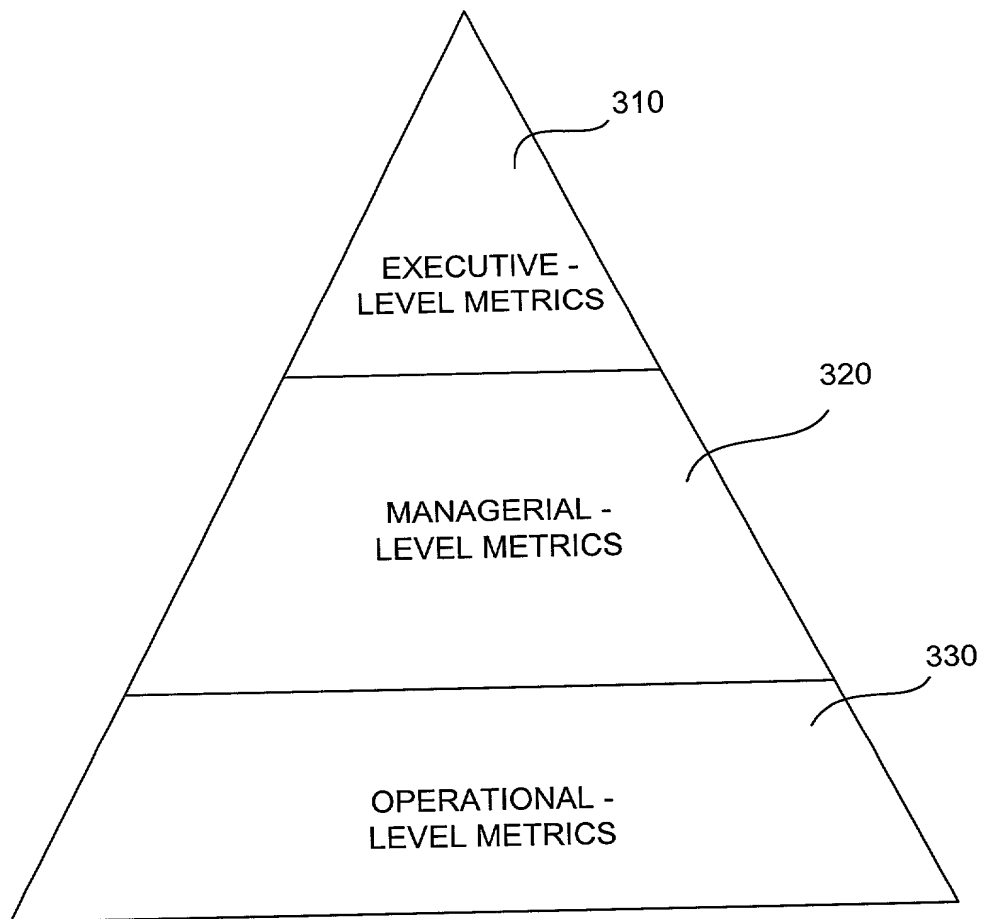


FIG. 3

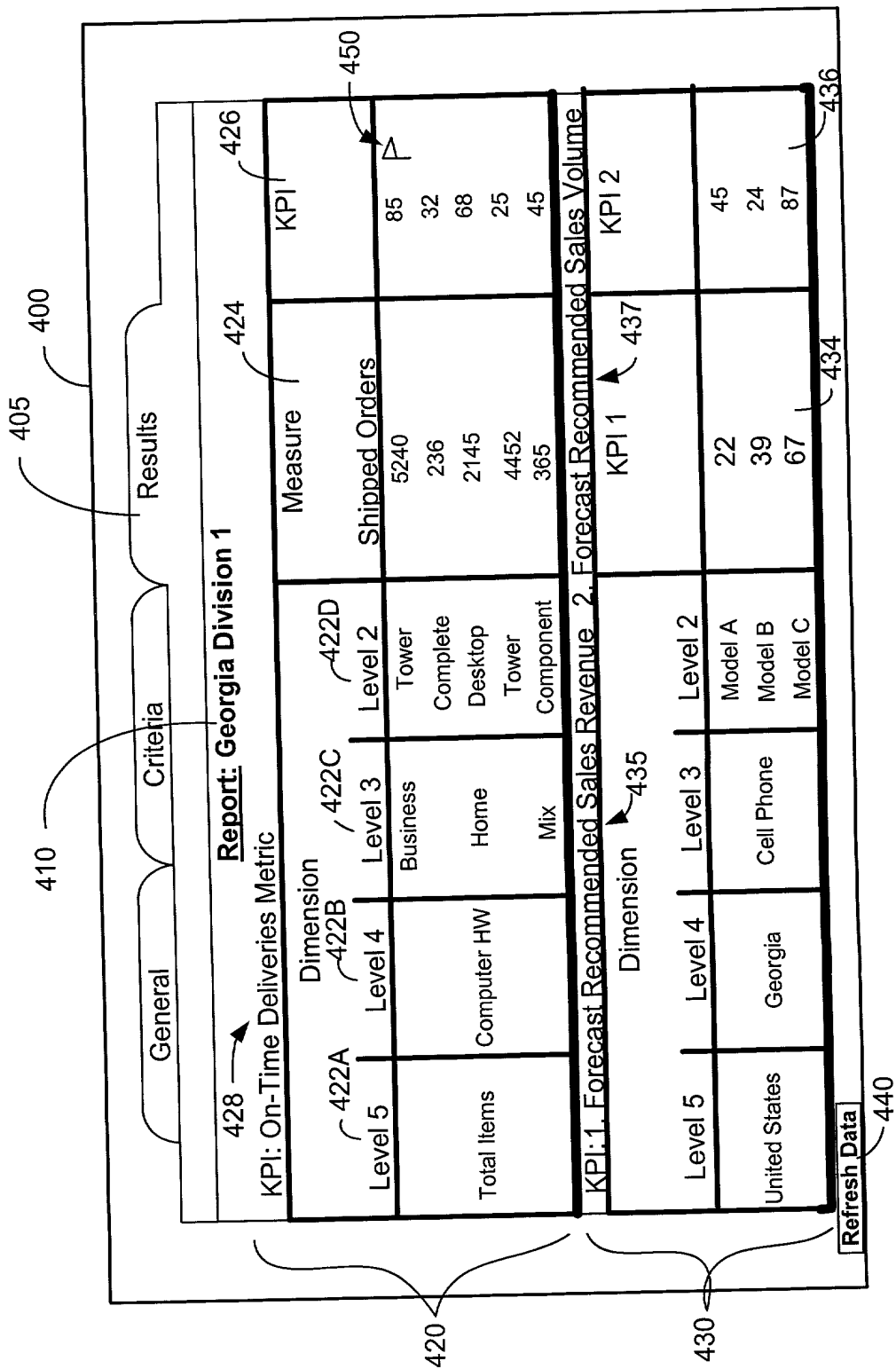


FIG. 4

500				
General		Criteria	Results	
Report: Georgia Division 2		540	542	544
ALL → PRODUCT	COMPONENT	1/2001	2/2001	3/2001
512 SHAMPOO	FORECAST 1	1290	1500	1100
	FORECAST 2	1400	1300	1200
514 CONDITIONER	FORECAST 1	1640	1600	1600
	FORECAST 2	1700	1400	1500
516 COOKIES	FORECAST 1	325	400	300
	FORECAST 2	300	500	600
518 CHIPS	FORECAST 1	325	500	200
	FORECAST 2	400	400	400
510		520	530	532
				534

Fig. 5

600					
General		Criteria	Results		
Report: Georgia Division 2					
625	ALL → PRODUCT → SIZE	COMPONENT	1/2001	2/2001	3/2001
605	SHAMPOO	FORECAST 1 FORECAST 2	1290 1400	1500 1300	1700 1600
	8 OZ.	FORECAST 1 FORECAST 2	640 700	600 400	500 400
	16 OZ.	FORECAST 1 FORECAST 2	325 300	400 500	500 400
	32 OZ.	FORECAST 1 FORECAST 2	325 400	500 400	700 800
	610				
	620				
	630				

FIG. 6

700					
General		Criteria	Results		
Report: Georgia Division 2					
ALL→PRODUCT→SIZE→	REGION	COMPONENT	1/2001	2/2001	
SHAMPOO		FORECAST 1 FORECAST 2	1290 1400	1500 1300	
	16 OZ.	FORECAST 1 FORECAST 2	640 700	600 400	
	734 SALES REGION A	FORECAST 1 FORECAST 2	140 300	150 100	
		FORECAST 1 FORECAST 2	200 200	150 200	
	735 SALES REGION B	FORECAST 1 FORECAST 2	300 200	300 100	
736 SALES REGION C					
740					750
742					
744					

FIG. 7